

## POIS<sup>SM</sup>-2 MEETING AGENDA 13

---

### Verus Global® Tool: Meeting Enhancers

**A. Meeting Opener:** Meeting leader creates a powerful and effective Meeting Opener.

- As we launch POIS<sup>SM</sup>-2 and advancing your mastery of this approach, why is delivering your best ever in every interaction every day so important to you?

**B. In-Progress Meeting Enhancer Questions regarding the weekly tool:**  
Meeting Enhancers

Choose 1-2 questions to gain further mastery with this week's tool.

1. Occasionally, Meeting Enhancers need to be positioned, introduced, and/or put into context by providing a Platform Statement first. This statement creates a 'platform' for the Meeting Enhancer that follows and makes your intention explicit. Reflect on the meetings you attended over the past week, and provide two examples of a Platform Statement along with a Meeting Enhancer you could have – or did – ask to make the meeting more productive.

2. What are mistakes we've all made that have fostered less engagement in others?

The most effective leaders don't blame those who are disengaged for being so. They take responsibility by leading in a way that creates greater engagement – and Meeting Enhancers are their key to making this happen.

What specific Meeting Enhancers do you want to ask in an upcoming meeting to ensure stronger focus, energy and engagement? And when will you ask those questions? (Refer to the Resource Section for examples.)

3. A challenge for you: occasionally over the upcoming week identify those meetings where people are most engaged. Using the 3 S's of Feedback, acknowledge them (individually or collectively), for their engagement. Many have experienced leaders who are constantly focused on moments when people *aren't* engaged; what three things do you want to create more of by focusing on-the-path in this area?
4. What connection are you experiencing between improved communication and productive meetings, and Platform Statements and Meeting Enhancers?

**C. Application to Deliver My Best Ever:**

Choose 1-2 application options from the list below. Spend the majority of your meeting on application.

1. **Propelling My Performance to Deliver My Best Ever**

It's critical that we hold ourselves accountable to the progress and results we've committed to achieving. Using your Performance Propeller Plan, respond to each of the following Recipe for Partnership questions:

1. Of the abilities you identified to improve, what is one ability you developed last week?
2. What Verus Global® Tools did you use – and how did you use them – to create those successes?

For the upcoming week, choose a. or b.

a.

or

b.

3. Identify one ability from your Performance Propeller Plan and a situation in which you can build and develop this ability.

3. Identify a current challenging situation you want to move forward.

4. Why is success developing this ability so important to you?

4. Why is success with this situation so important to you?

5. Use the Moving It Forward Formula to answer these two questions:

- a. What mindset and behaviors will deliver results in this situation?
- b. What Verus Global® Tools will you utilize to build those behaviors and deliver results?

5. Use the Moving It Forward Formula to answer these two questions:

- a. What mindset and behaviors will you build that will develop this ability?
- b. What Verus Global® Tools will you utilize to build the mindset and behaviors and deliver results?

## 2. Live Action Coaching

As one participant put it, “Live Action Coaching is scary and uncomfortable, but nothing beats it to propel my ability to apply these tools with greater mastery.” A best practice to propel your performance is to use Live Action Coaching at this meeting – Agenda 13 – and at least every other POIS<sup>SM</sup> meeting moving forward.

*(Have each team member write their answer before discussing the following questions.)*

1. What are 1-2 things that worked well at your Mastery Program to make Live Action Coaching useful and valuable?
2. Is there anything you would like to do differently, more or better to make Live Action Coaching even more valuable for you and your POIS<sup>SM</sup>Team?

Have one POIS<sup>SM</sup> Team Member identify either:

- a. one ability from your Performance Propeller Plan and a situation in which you can build and develop this ability, or
- b. a current challenging situation you want to move forward.

Like in your Mastery Program, briefly share the context of the situation. Identify who will play the person or people in the situation. Then use the Live Action Coaching cards from your Mastery Program, if you have them, to role play the situation. Recall that Live Action Coaching should sound and feel like coaching during a sporting event – it is direct, concisely telling the ‘player’ (the POIS<sup>SM</sup> Team Member) what you want them to try, and then the ‘player’ applies it to the best of their ability.

### 3. 6 ingredients of Grand Slam Meeting Enhancers

Go to the Graduates pages at [www.verusglobal.com](http://www.verusglobal.com) and review the 6 Ingredients of Grand Slam Meeting Enhancers document – you’ll find this document with Agenda 3, Culture Eats Strategy for Lunch. At the end of that document, there are four strategies to support you to become more masterful with Meeting Enhancers. Choose one of those strategies to apply now.

### 4. My Best Ever Promise

1. Share your Best Ever Promise again with your POIS<sup>SM</sup> Team.
2. Why is this promise so important to you as a leader of self? As a leader of others?
3. What questions will you ask yourself each day this coming week to create greater focus and more momentum to delivering your promise?
4. Why could these questions that you ask yourself be the most important questions you ask all week?

### Support the entire team:

1. Determine which POIS<sup>SM</sup> team member will write their weekly Result Report for this week’s submission to the Win Wizard.
2. Is it one of your POIS<sup>SM</sup> team member’s Tool Captain Report week? How can you support this team member to lead the team by sharing their insights with their chosen tool?
3. How will you individually or collectively acknowledge this week’s Tool Captain?

### Determine meeting time, leader and location for next POIS<sup>SM</sup>-2 meeting.

**Meeting Closer:** Meeting leader creates a powerful and effective Meeting Closer or use one of the options below.

1. What important lessons are you discovering about yourself as you utilize the 10:90 Ratio and ask more Meeting Enhancers? And, what steps will you take the rest of the week to ensure that you’re seeing your progress in Degrees of Strength?
2. As you become even more effective at using Meeting Enhancers, what leadership qualities will you be exhibiting that you are most excited about?